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FOR IMMEDIATE RELEASE
#3-91

January 22, 1991

NORTHWESTERN U.S. CONTINUES GROWTH AS NORTHEAST DECLINES,
UNITED VAN LINES 1990 MIGRATION PATTERNS STUDY SHOWS

ST. LOUIS--While states in the Northwestern U.S. continued to attract the greatest percentage of new residents compared to people moving away in 1990 as in 1989, significant changes were noted in Northeast, Southwest, and Far West relocation activity during the past year, according to the 14th annual migration patterns study performed by United Van Lines.

The newly released study is based on more than 173,000 household goods shipments serviced by United in the 48 contiguous United States and the District of Columbia through December 31 of last year. The findings were announced by United Executive Vice President James L. Wilson.

"Although the basic pattern of most movements out of the Northeastern, North Central, and Midwestern states and into the Northwest has not changed appreciably for several years," Wilson said, "we are seeing shifts among specific states. We have also noted a resurgence in shipments into the Southwest, after several years of balanced inbound and outbound activity. While we do not question customers about their specific reasons for moving, regional economic conditions and job opportunities generally appear to be the most significant motivating factors."

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1990 United Van Lines Migration Patterns Study
2-2-2-2-2

Oregon retained its position as the state attracting the most new residents, with 68.6% of the United's 4,398 Oregon-associated shipments entering the state. North Dakota again took highest outbound honors, with 67.8% of the 1,212 shipments United handled in the state outbound.

For the first time in the history of United's survey, California, whose 42,341 shipments represented the greatest number serviced by United in a single state during 1990, saw slightly more people move out than move in (51.9% outbound, 48.1% inbound). California's in-migration peaked in 1986 and 1987 when approximately 56% of United's shipments were inbound.

The Northeastern states generally saw the highest out-migration in a decade. New Hampshire, the 7th ranking outbound state in 1989, placed second in the 1990 study, with 65.1% of the 1,805 shipments United serviced in the state outbound, the highest out-migration ever recorded by the study in that state. New York, fifth on United's 1989 out-migration list, climbed into third position with 60.1% of its 15,131 shipments outbound. Massachusetts posted the biggest change in outbound status, moving from 14th place in 1989 to fourth in 1990, with 59.3% of United's 7,541 shipments moving out of the state, the most since 1979. Maine, which had enjoyed in-migration of 53-56% annually since 1983, reversed the pattern in 1990, with 54.1% of 1,539 total shipments outbound. Despite the migration pattern shift, the state is still considered to have "balanced" inbound and outbound activity (both measures between 45% and 55%) in the United study.

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Other states with high out-migration, their total United shipments, and outbound percentage were Michigan (9,552, 59.0%), West Virginia (1,436, 57.8%), Kansas (5,158, 57.7%), Utah (3,141, 57.4%), Wisconsin (5,640, 57.0%), Pennsylvania (10,929, 57.0%), New Jersey (9,611, 56.8%), Vermont (999, 56.7%), South Dakota (816, 55.9%), Missouri (8,167, 55.6%), Illinois (14,683, 55.5%), Minnesota (7,189, 55.3%), and Louisiana (4,292, 55.1%).

In addition to Oregon, other areas enjoying high in-migration status, their total United shipments, and inbound percentages were Nevada (2,893, 66.5%), Idaho (1,766, 65.7%), Washington (8,857, 65.4%), Florida (22,360, 62.2%), District of Columbia (1,238, 60.7%), Texas (31,804, 55.7%), Georgia (11,953, 55.5%), and Oklahoma (3,370, 55.1%). In-migration in 1990 was the strongest since the early 1980s for Texas and Oklahoma and the highest on record for Idaho and Nevada.

Twenty-three states were considered "balanced" in terms of inbound traffic in the 1990 United study. These states are primarily located in the Great Plains, East Central, and South Central sections of the U.S. and have generally experienced balanced shipment movement in recent years.

After California, the states accounting for the greatest total shipments serviced by United were Texas (31,804), Florida (22,360), New York (15,131), and Illinois (14,683). Other states with total shipment counts exceeding 10,000 were Ohio, Georgia, Colorado, Pennsylvania, North Carolina, and Virginia.

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1990 United Van Lines Migration Patterns Study
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United Van Lines, one of the world's largest movers of household goods, has conducted its migration patterns study annually since 1977. The carrier, which is based in suburban St. Louis, has 550 agent affiliates throughout the U.S. and 500 additional agents in 125 other nations worldwide.

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(Editor: Attached for your reference is a listing of total shipments serviced by United in each state, together with a breakdown of in-bound and out-bound shipments by number and percentage.)

UNITED VAN LINES, INC
1990
(BASED ON OVER 173,000 SHIPMENTS)
SEQUENCED ALPHABETICALLY

STATE	TOTAL SHIPMENTS	OUTBOUND SHIPMENTS	INBOUND SHIPMENTS	% INBOUND SHIPMENTS	% OUTBOUND SHIPMENTS
ALABAMA	4,584	2,225	2,359	51.5%	48.5%
ARIZONA	9,342	4,417	4,925	52.7%	47.3%
ARKANSAS	2,410	1,170	1,240	51.5%	48.5%
CALIFORNIA	42,341	21,957	20,384	48.1%	51.9%
COLORADO	11,273	5,740	5,533	49.1%	50.9%
CONNECTICUT	4,757	2,430	2,327	48.9%	51.1%
DELAWARE	1,102	559	543	49.3%	50.7%
D.C.	1,238	486	752	60.7%	39.3%
FLORIDA	22,360	8,447	13,913	62.2%	37.8%
GEORGIA	11,953	5,316	6,637	55.5%	44.5%
IDAHO	1,766	605	1,161	65.7%	34.3%
ILLINOIS	14,683	8,149	6,534	44.5%	55.5%
INDIANA	4,933	2,505	2,428	49.2%	50.8%
IOWA	2,415	1,221	1,194	49.4%	50.6%
KANSAS	5,158	2,977	2,181	42.3%	57.7%
KENTUCKY	3,975	2,059	1,916	48.2%	51.8%
LOUISANA	4,292	2,363	1,929	44.9%	55.1%
MAINE	1,539	832	707	45.9%	54.1%
MARYLAND	6,603	3,531	3,072	46.5%	53.5%
MASSACHUSETTS	7,541	4,472	3,069	40.7%	59.3%
MICHIGAN	9,552	5,636	3,916	41.0%	59.0%
MINNESOTA	7,189	3,978	3,211	44.7%	55.3%
MISSISSIPPI	1,882	986	896	47.6%	52.4%
MISSOURI	8,167	4,542	3,625	44.4%	55.6%
MONTANA	1,423	668	755	53.1%	46.9%
NEBRASKA	1,894	924	970	51.2%	48.8%
NEVADA	2,893	968	1,925	66.5%	33.5%
NEW HAMPSHIRE	1,805	1,175	630	34.9%	65.1%
NEW JERSEY	9,611	5,459	4,152	43.2%	56.8%
NEW MEXICO	3,589	1,932	1,657	46.2%	53.8%
NEW YORK	15,131	9,093	6,038	39.9%	60.1%
NORTH CAROLINA	10,827	5,145	5,682	52.5%	47.5%
NORTH DAKOTA	1,212	822	390	32.2%	67.8%
OHIO	12,216	6,190	6,026	49.3%	50.7%
OKLAHOMA	3,370	1,512	1,858	55.1%	44.9%
OREGON	4,398	1,382	3,016	68.6%	31.4%
PENNSYLVANIA	10,929	6,226	4,703	43.0%	57.0%
RHODE ISLAND	995	524	471	47.3%	52.7%
SOUTH CAROLINA	4,864	2,253	2,611	53.7%	46.3%
SOUTH DAKOTA	816	456	360	44.1%	55.9%
TENNESSEE	6,358	2,992	3,366	52.9%	47.1%
TEXAS	31,804	14,088	17,716	55.7%	44.3%
UTAH	3,141	1,804	1,337	42.6%	57.4%
VERMONT	999	566	433	43.3%	56.7%
VIRGINIA	10,816	5,104	5,712	52.8%	47.2%
WASHINGTON	8,857	3,061	5,796	65.4%	34.6%
WEST VIRGINIA	1,436	830	606	42.2%	57.8%
WISCONSIN	5,640	3,217	2,423	43.0%	57.0%
WYOMING	1,017	554	463	45.5%	54.5%